

Message Text

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44

ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 COME-00 CIAE-00 DODE-00 INR-10

NSAE-00 PA-04 RSC-01 USIA-15 PRS-01 SPC-03 SAJ-01

FAA-00 CAB-09 DOTE-00 SCI-06 NSC-10 CIEP-02 TRSE-00

SS-20 STR-08 OMB-01 CEA-02 DRC-01 (ISO) W

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R 250748Z JAN 74

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 5594

C O N F I D E N T I A L MOSCOW 1181

E.O. 11652: GDS

TAGS: ETRD UR US

SUBJECT: LOCKHEAD NEGOTIATIONS WITH SOVIETS

1. LOCKHEAD/ROLLS-TOYCE TEAM HEADED BY LOCKHEED CHAIRMAN HAUGHTON ARRIVED MOSCOW JAN 20 FOR FURTHER ROUND OF TALKS WITH SOVIETS ON L-1011 SALES AND ATC (AIR TRAFFIC CONTROL) PROJECT. ACCORDING TO LOCKHEED INTERNATIONAL PRESIDENT PRILL, WHO CALLED ON CHARGE JAN 24, SOVIETS CONTINUE SHOW CONSIDERABLE INTEREST IN BOTH PROJECTS, BUT PRILL ACKNOWLEDGED THAT NEITHER SEEMED TO HAVE ADVANCED SUBSTANTIALLY SINCE LAST ROUND OF TALKS. OFFICIALS AT MINISTRY OF AVIATION INDUSTRY HAVE MADE CLEAR THAT THEY HOPE TO REACH AGREEMENT WITH AN AMERICAN AIRCRAFT MANUFACTURER ON COOPERATION IN PRODUCTION OF WIDE-BODIED TRANSPORTS, AND OFFICIALS AT MINISTRY OF CIVIL AVIATION/AEROFLOT HAVE SPOKEN IN AMBITIOUS TERMS OF MAJOR REEQUIPMENT PLANS FOR NEXT FIVE-YEAR PLAN PERIOD. DISCUSSIONS ON ATC PROJECT HAVE CONTINUED TO GO INTO TECHNICAL DETAILS, BUT LOCKHEED REPS HAVE NOT YET BEEN ABLE INSPECT VNUKOVO ATC CENTER WHICH WOULD BE SITE OF BASIC INSTALLATION.

2. HAUGHTON SCHEDULED VISIT TY-144 PRODUCTION FACILITY AT VORONEZH JAN 24 AND RETURN MOSCOW JAN 25 IN TIME FOR SIGNING OF "SCIENTIFIC-TECHNICAL COOPERATION AGREEMENT" WITH
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STATE COMMITTEE SCIENCE AND TECHNOLOGY JAN 25. HAUGHTON

WILL DEPART MOSCOW JAN 26, LEAVING PRILL AND OTHERS IN MOSCOW
FOR ADDITIONAL NEGOTIATIONS.

3. PRILL NOTED THAT DOUGLAS AND BOEING TEAMS WOULD PROBABLY
VISIT MOSCOW SHORTLY. DUBS

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Message Attributes

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